

EUROPEAN NEWS

Soviet official supports greater electoral choice

A SOVIET official indicated in an interview published yesterday that the multi-candidate election should be held even for senior Communist party posts in the Soviet Union and said no party official should be kept for a lifetime.

Poland to seek softer debt terms

By Christopher Sobinski in Warsaw. POLAND is to press Western creditor governments to soften interest rates on Polish debts and to provide fresh loans.

Budget overshoot tarnishes Stoltenberg's credibility

A series of mishaps has left W Germany's pillar of financial rectitude severely embarrassed, writes David Marsh. Social Democrats like Mr Apel are the only party in the most of the Finance Minister's discomfited.



ANXIOUS TIMES: Gerhard Stoltenberg checks his watch before the start of yesterday's press conference

Chirac side-steps immigration row

BY PAUL BETTS IN PARIS. MR JACQUES Chirac's conservative government yesterday side-stepped the controversy over plans to tighten France's nationality laws with the publication of an anonymous report by a commission of wise men.

Soviet troops are to abandon Kabul, writes Catherine McIlhenney

Moscow set to end Afghan foray. AFTER eight years of futile effort to subdue Afghanistan, the Soviet Union appears to have abandoned hope of imposing a government and is ready to pull its troops out.

Finns put damper on economy

BY Olli Virtanen in Helsinki. THE FINNISH Government yesterday announced a series of measures, mostly aimed at companies in the Helsinki region, in an effort to ensure that the country's strong economic performance does not lead to over-inflation.

UK and France face warship ultimatum

BY DAVID BUCHAN, DEFENCE CORRESPONDENT. BRITAIN and France have been given until the end of February to decide whether to join six other countries in continuing the NATO Nato frigate project or to drop out of the scheme to develop the alliance's first common ship.

Prague Spring leaders back Gorbachev reforms

BY JUDY DEMPSEY IN VIENNA. A GROUP of Czech Communists prominent during the "Prague Spring" - the movement which attempted to reform the Communist system in 1968 - have signed a statement saying that Mr Mikhail Gorbachev's reforms in the Soviet Union can be compared to those in Czechoslovakia 20 years ago.

Honecker begins visit to France

MR ERICH HONECKER began a state visit to France yesterday, the first by an East German head of state to one of the three powers that officially govern West Berlin, Reuter reports from Paris.

Radicals balk at radical suggestion

BY JOHN WYLES IN ROME. ITALIAN RADICALS were left gloomily pondering yesterday whether their was a party without a leader or whether Marco Pannella, their long-standing general who has martyred them to many a famous victory, is now a leader without a party.

Agrokromer's creditors write off half its debt

BY Aleksandar Labi in Belgrade. Creditors of Agrokromer, the agribusiness at the centre of Yugoslavia's biggest financial scandal since the war, have agreed to write off almost half its debt - 145,426 dinars out of 280,852,400 (514.5m).

Fiat, Florence and the aesthetics of suburban development

IF ITALY'S largest private sector company has its way, the view from the cypress-studded slopes surrounding Florence in the next few years will be radically changed.

Jennifer Grego on a controversial project that could challenge an historical city. The council's needs. The company also offered to share financing of the ambitious project to the tune of 1,600bn (286.15m).

will be perched with a lake for sculling and at the top of the development will be the new Palazzo Di Giustizia, designed by Mr Giovanni Michelucci and Mr Leonardo Ricci.

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OVERSEAS NEWS

Palestinians start campaign of disobedience

BY OUR JERUSALEM CORRESPONDENT

PALESTINIAN leaders in Arab East Jerusalem yesterday launched a campaign of civil disobedience in the occupied West Bank and Gaza Strip.

For the next week they called on the 1.5m Palestinian residents to stop smoking Israeli cigarettes. The following week it will be the turn of Israeli soft drinks.

One of the organisers of this non-violent resistance, Mr Hanna Siniora, said last night: "We shall then wait for an answer to our requests. We are asking the Israeli authorities to rescind deportation orders against nine Palestinian activists and to release people detained in the West Bank. We also want them to cancel the 100 to 200 emergency regulations which allow them to carry out these human rights infringements."

Mr Siniora, editor of the pro-PLO Arabic daily paper, Al Fajr, said that if the Israelis proved responsive they could try to de-escalate, but threatened to launch a second, more defiant

Syria in fresh move on Gulf ceasefire

By Richard Johns

SYRIA is attempting to arrange a meeting between Iraq and the Gulf Co-operation Council in its bid to bring about a ceasefire in the war between the Islamic Republic and Iraq, according to the Saudi Arabian newspaper Al Sharq al Awwat.

Vice-President Abdel-Hakim Khaddam and Mr Farouq al Sharaa, the Syrian Foreign Minister, were yesterday continuing their tour of member states of the GCC in what is seen in the region as a determined effort to avert Iraq's threatened ground offensive against Kuwait.

He recalled that Mahatma Gandhi's campaign against the British Raj began with a salt embargo. The Palestinians were beginning equally modestly with cigarettes. The impact is more likely, however, to be political than economic. Most of the occupied Arab lands produce Turkish rather than Israeli cigarettes.

The two Syrian leaders have so far visited Kuwait, Oman, Qatar and Bahrain.

Syria is believed to have proposed that Iraq should cease air attacks on Iranian oil traffic in return for an end to Iraq's build-up on the southern front where it has mobilised 500,000 men.

Ivory Coast suffers from slide in world commodity prices

Nicholas Woodsworth in Abijan reports on the economic factors that have forced a decline in the special relationship which a West African nation had with the West

FOR MORE than 25 years, the Ivory Coast enjoyed unique relations with, and the confidence of, the West. The country has forged ahead under the close supervision of its former colonial ruler, France, to create one of the most productive economies in the Third World.

In contrast, most other black African countries have, since independence, drifted ever further from workable solutions to their problems and the Ivory Coast, a beacon of light in an otherwise very dark continent, has long been extolled by the West as a model of Third World development based on co-operation and mutual benefit.

That special relationship of trust has now been put seriously into question by both partners. This is not due to any major change of policy on the part of Western financing institutions or the Ivory Coast leadership - in the past the relationship has been too profitable for either to want change.

It is, rather, a disequilibrium reflecting economic trends worldwide that is the source of the problem.

With the dramatic and prolonged slide in the world price of commodities on which the Ivory Coast depends on its survival - cocoa and coffee alone account for 80 per cent of its export earnings - neither partner is able to guarantee what the other once took for granted.

The West no longer provides the Ivory Coast with the commodity revenues it needs for sustained growth and the country is unable to pay back the money once so confidently loaned to it.

Six months ago the Ivory Coast dismayed creditors by announcing a moratorium on repayment of its \$8.4bn debt. In October Mr Edward Jaycox, vice president of the World Bank African operations, went some way towards redressing the situation by announcing that agreement on debt repayments and fresh credit would be forthcoming before the year's end.

Nevertheless, the unquestioned confidence of the last quarter century has gone, and the Ivory Coast stands as a watershed in its history.

If the relationship is to continue on the same path at all, certain changes seem inevitable.

The Ivory Coast as a junior partner and what has always in reality been a relationship of dependence will inevitably be the one called on to make those changes.

Call for more police power to combat crime

POLICE and investigators need more powers to battle global commercial crime, international lawyers and police officials said, Bester reports from Singapore.

They said the internationalisation of securities markets and advances in technology and communications meant a fraud in one market could have implications sweeping right through the world.

Some lawyers said existing procedures for detecting, investigating and prosecuting serious commercial crimes were less than adequate in many countries.

Mr Rider said prosecutors were generally wary about prosecuting commercial and economic crimes because of the complexity and difficulty of securing necessary evidence and the cost involved.

Lawyers said fraud and destabilisation in the securities and commodity futures trading markets were the most serious economic crimes today.

At a meeting to discuss securities market fraud, they called for more cross-border sharing of intelligence, more emphasis on loss prevention and said police should get additional powers to inspect documents and financial records.

Mr Barry Rider, chief fraud officer of the Commonwealth Commercial Crime Unit, said: "We must employ other weapons, in addition to traditional ones."

"We must get away from the notion that the only way to attack the international criminal is through the court process," Mr Rider said.

Sri Lankan Finance Minister rebuked for criticising policies

SRI LANKAN Finance Minister Ronnie De Mel is under fire from cabinet colleagues for criticising government policy, political sources and newspapers said yesterday, Bester reports from Colombo.

The sources said President Junius Jayewardene had sought an explanation from Mr De Mel who criticised a referendum that

extended the Government's term without a general election.

The state-run Daily News, quoting informed sources, said Mr De Mel had submitted a reply to Jayewardene but the contents were not disclosed.

Mr De Mel told parliament on December 24: "Most of our troubles stem from the fact that we haven't had parliamentary elec-

tions (since 1977)."

A general election was due in 1983, but instead a referendum was passed in December 1982 approving an extension of parliament for a further six years.

Mr De Mel told parliament: "We must hold elections before the people get up and say 'in God's name go.'"

He said if he had a free hand he would have voted against the referendum. He hoped provincial council elections and parliamentary elections would be held in 1986.

The Independent Sun newspaper reported that he came in for "bitter criticism" from his ministerial colleagues at the weekly cabinet meeting on Wednesday.

Several ministers protested strongly to Jayewardene and urged him to take disciplinary action, but were told an explanation had been called for, the Sun said. Mr De Mel was not available for comment.

Mr De Mel, 62, has been Finance Minister since the Government came to power in 1977. He has been in politics for the past 28 years.

Top Peking leader gives boost to freedom in arts

BY COLINA MacDOUGALL

A KEY member of China's top leadership has given a new and forthright boost to freedom of expression in the arts and labelled some party conservatives as "excessive" and "one-sided".

Hu Qili appointed to the ruling five-man Politburo standing committee last November and widely seen as a reformer, this week declared that "a hundred flowers should blossom and a hundred schools of thought contend" at a meeting with writers and artists in Taiyuan, capital of Shanxi province.

He added that the party's leadership over literature and art would be limited to major issues such as orientation and guiding principles. "We will frequently remind those people who can't keep pace with China's ongoing reform and those people who are a bit excessive in criticism. Of

course, they are good comrades, but their problem lies in their one-sided attitude."

This is the first time since before last year's hardline "and bourgeois liberal" campaign, in which party elders clamped down on intellectual freedoms, that the evocative slogan "Let a hundred flowers bloom" has been officially uttered.

Traditionally in China the phrase refers to free expression. Its most recent emergence in 1956 led to wide-ranging discussion on political reform and in turn to the student protests of 1982 winter.

His appearance now, accompanied by numerous press announcements of impending reforms in the economy, suggests that supreme leader Deng Xiaoping's full reform programme may be back on course after a year in which this was in doubt.

Transkei leader moves to boost investment

BY ANTHONY ROBINSON IN JOHANNESBURG

GENERAL Bantu Holomisa, leader of the new military government in the so-called "independent" homeland of the Transkei has called on anyone with knowledge of corruption to tell the Government and announced plans for a new economic advisory committee.

In his first major speech since he deposed the three-month-old government of Prime Minister Stella Sigcau in a bloodless coup on December 30, the 32-year-old general said the new administration was planning a programme to attract investors.

The Government particularly wanted to hear from potential investors who had decided against proceeding with projects in the Transkei because of their unwillingness to pay bribes to officials, he said.

Despite the charges of corruption against Sigcau, however, both the prime minister and deposed by General Holomisa, Mr Matanzima and Mrs Sigcau, were present at the ceremony in the capital, Umtata, which dissolved parliament and established the military council and council of ministers.

TAMIL NADU Change at the top satisfies New Delhi

BY JOHN ELLIOTT IN NEW DELHI

THE INDIAN Government hopes the political situation in the southern state of Tamil Nadu will remain stable following the swearing in yesterday of Mrs Janaki Ramachandran as Chief Minister.

Mrs Ramachandran is the widow of Mr M G Ramachandran, a 70-year-old charismatic former film star who died two weeks ago after being the state's Chief Minister for ten years.

She has yet to prove her political strength with a vote on the floor of the State Assembly, a test that is likely to come later this month. Yesterday she issued a statement pledging to continue her late husband's alliance with Mr Rajiv Gandhi's Government and Congress I Party, including support for last August's Indo-Sri Lankan pact on the island's Tamil ethnic crisis.

This is as much as Mr Gandhi could hope for at this stage and he intends to ensure that his Congress I Party in Tamil Nadu supports Mrs Ramachandran. His party has no power base anywhere else in south India.

Political stability in Tamil Nadu is vital because the state's 60m Tamils are closely linked with the Tamil at the centre of neighbouring Sri Lanka's ethnic crisis. Many of the 60m could be relatively easily persuaded by rival political parties and factions fighting for power to stage damaging civil disturbances if there is not a strong state government in charge.

This could upset the broad national support for last August's Indo-Sri Lankan pact which has led to Indian troops attacking and killing Tamil extremists in the north and east of Sri Lanka.

There are now at least 30,000 Indian troops in Sri Lanka and more than 340 have been killed. But there is no sign of significant opposition building up in India

either to the pact or the troop involvement. Mr Gandhi does not want political instability in Tamil Nadu to endanger this public acquiescence of his policy.

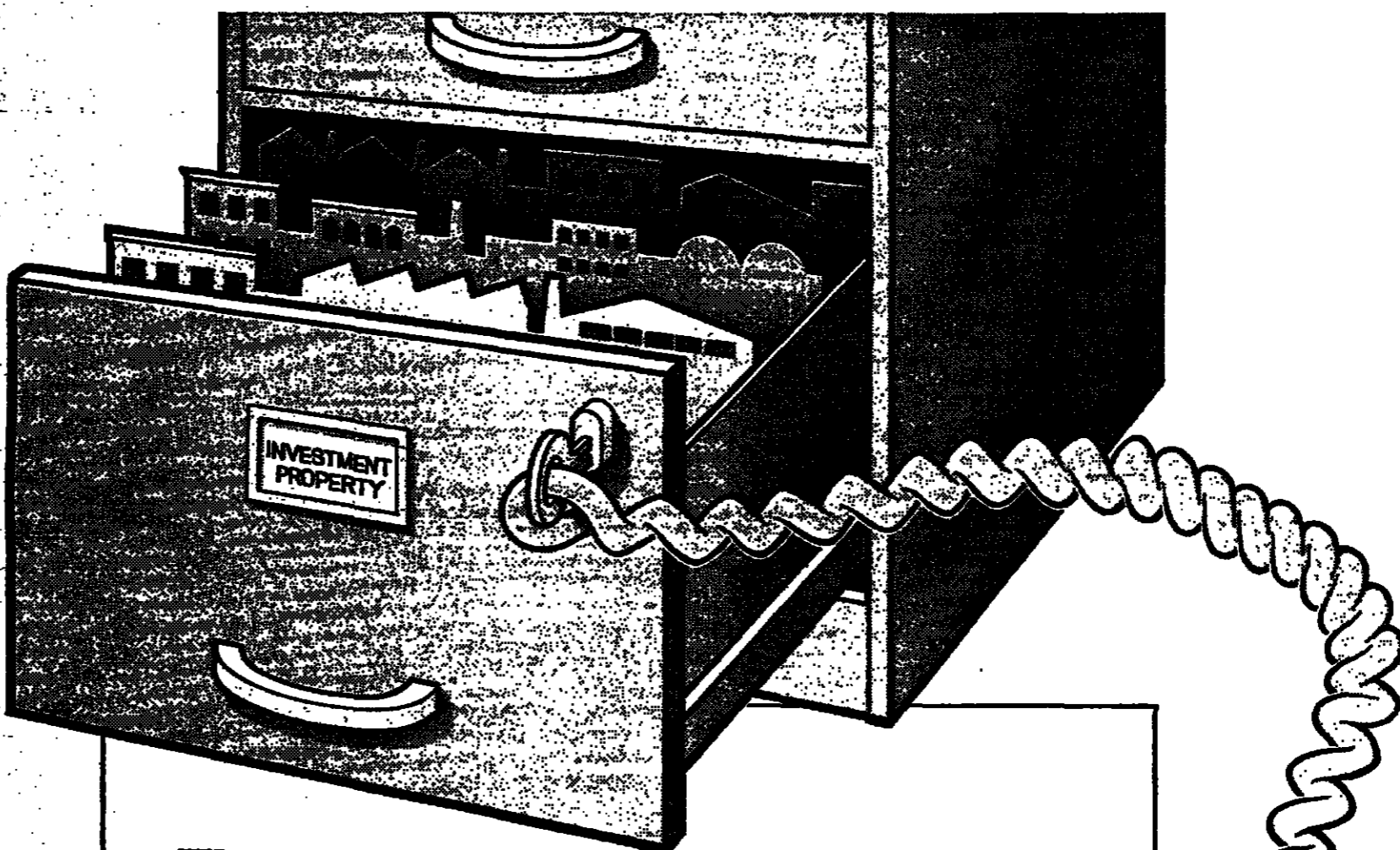
However, the state's political balance is fragile and complex. Mrs Ramachandran, herself a former film star, does not have the full support of her husband's Dravidian Party, the AIADMK. She claims to have the support of 97 state assembly members in the party, but another faction is led by Ms Jayalalitha Jayaram, a 32-year-old glamorous former film star who was the late Chief Minister's close companion and political protégé.

Mrs Ramachandran, who has had no direct political experience, has been recruited by other politicians to draw a widow's sympathy vote from assembly members against her husband's ambitious younger friend. But the real power in her new government lies in another leading state politician, Mr R M Veerappan, who did not have the popular appeal to be the leader himself.

Similarly Ms Jayalalitha is lined up in the leadership of her faction with another political veteran, Mr V R Nedunchezhiyan, who was acting chief minister for the past two weeks. They are expected to challenge Mrs Ramachandran soon, although it is not yet clear whether they will go so far as to try to destabilise her government with civil disturbances.

Walking in the wings is the state's main opposition party, the DMK, also with a south-dian base. It often stages street demonstrations but has been kept in check in the past by the political skills and weight of the late chief minister.

Mrs Ramachandran is the first widow to succeed her husband as chief minister of an Indian State.



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1987
1986
1983
1981
1980
1978
1977
1976

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UK NEWS

New car sales last year pass 2m for first time

BY KEVIN DONE, MOTOR INDUSTRY CORRESPONDENT

THE BOOMING UK car market, which passed sales of 2m for the first time in 1987, strengthened further in December with new car sales still showing no impact from the October stock market crash.

to 1.14-1.15m units according to industry estimates, while the share of imports in the UK car market fell to 51.68 per cent from 55.07 per cent in 1986 as both Ford and General Motors continued to increase their sourcing from UK plants.

296,784 from 293,240 in 1986, but its market share fell to only 14.74 per cent from 15.58 per cent a year earlier.

Ford unions to reject three-year deal

BY JOHN GAPPER, LABOUR STAFF

MANUAL unions at Ford Motor are to reject a three-year pay offer today and insist that the company does not reduce its UK workforce as a result of efficiency savings brought about by shopfloor reorganisation.

Mr Murphy said that the unions required undertakings that the UK manual workforce of 32,500 would not be reduced - even through voluntary redundancy - and pools of temporary workers would not be used to meet output peaks.

Ford imported 50 per cent of the cars it sold in Britain, and it was reasonable that the company should have to channel back efficiency savings into increased UK production rather than reducing its workforce, he said.

Betting industry escapes probe

BY DAVID CHURCHILL, LEISURE INDUSTRIES CORRESPONDENT

BRITAIN'S bookmaking industry worth almost £4bn a year in terms of total turnover - is not to be referred to the Monopolies and Mergers Commission for scrutiny.

William Hill (part of the Sears Group), Coral (owned by Bass), and Mecca (Grand Metropolitan).

greyhound racing for the first time. This led to the creation of Satellite Information Services, in which the four major bookmakers have significant stakes, to provide live television and information coverage of racing in the UK.

The announcement yesterday by Sir Gordon Borrie, director general of fair trading, follows intense speculation that the Office of Fair Trading was poised to refer off-course betting after receiving complaints about the alleged market power of the four leading bookmakers.

Shares in these companies had been marked down earlier in the week, but rallied after yesterday's statement.

The OPT had been investigating the off-course betting industry for the past year. This followed relaxations in 1986 in the law allowing off-course betting shops to show live television coverage of both horse racing and

The market leader is Ladbroke, with an estimated 14.5 per cent share of the market, followed by

These companies together control some £2.4bn - or 62 per cent - of the market by value.

However, the OPT found insufficient evidence to suggest that bookmakers were acting together so as to prevent, restrict or distort competition.

Nurses strike over threat to payments

By David Brindle, Labour Correspondent

THE GOVERNMENT'S handling of the National Health Service was thrown back into sharp focus last night when nurses at a Manchester hospital held a one-shift strike in protest at a threat to the national system of night duty payments.

More than 100 night nurses at the North Manchester General Hospital were said to have voted unanimously for the strike in a secret ballot they had instigated. About 40 of them were due to be on duty last night.

Leaders of the National Union of Public Employees, the union representing all the nurses involved, said that other hospitals could be hit by similar unprompted strikes unless the Government scrapped plans to cut so-called special duty payments.

Strikes by nurses have been rare, though not unknown, since the profession's national pay dispute in 1983.

The Royal College of Nursing, the biggest union concerned, has a no-strike rule, although its members at North Manchester were said to have agreed not to do the work of the strikers.

However, Mr Bob Jones, Nape's national secretary for the NHS, said the health departments had only two days previously again refused to withdraw or amend their proposals.

The Manchester nurses gave four days' notice of their strike, enabling the hospital to call in other staff.

The hospital said it expected that patients would be fully protected and that no bed closures would be necessary.

Business Law

Facts of life for company directors

BY MARTIN PIERS AND BARRY DONNELLY

Company directors must conform to a far more stringent code of conduct as a result of insolvency legislation introduced two years ago. It has set new standards of skill and diligence as part of the effort to sweep scandal and suspicion from the streets of the City of London.

THE NEW UK insolvency legislation is administered by the civil courts, but the new provisions for the disqualification of directors are more like criminal law offences in that they are attracting criminal law punishments.

to be associated with two successive insolvencies before he could be disqualified for unfitness; one insolvency is now sufficient.

The "unfitness" itself can be pronounced by the court by reference to a number of offences including breach of duty owed by a director to the company, a director's part in the misapplication of assets, failure to keep proper records, file annual returns and prepare annual accounts and reports.

The longest disqualification period imposed so far is 13 years, but there is not yet an established practice for linking a certain type of misbehaviour with a specific length of disqualification.

The average to date is five years. In one extreme case, a period of three years disqualification was imposed upon a director for failure to file accounts. However, the policy of the DTI is not to punish directors who have made a genuine effort to run their business properly.

A large number of factors must be balanced - such as negligence, recklessness, dishonesty, conduct evidencing unfitness and sheer incompetence. The DTI feels that disqualifications will in time make the business community stronger and healthier by raising the standards of responsibility and freeing the real entrepreneurial spirit by removing those that abuse the system.

Although many people thought that after such scandals as the Guinness affair disqualification of directors from big companies would become more frequent, in fact most directors disqualified to date have been from small companies in cash businesses.

require an expansion of the Insolvency Bar. There are only two or three specialist sets of chambers which handle this kind of work and some barristers believe that criminal law specialists will become increasingly involved.

The disqualification procedure, with the cross-examination of offenders and the sentencing of those against whom the case is proven, seems closer to criminal law than civil law - as does the punishment.

But the required standard of proof is no more than the civil law balance of probabilities: much less than the proof of guilt beyond reasonable doubt which is required in criminal law. Some comfort can be derived from the DTI's invention of proceeding only in the more serious cases.

In assessing the fitness of a director, the relative importance to be given to misconduct leading to commercial debts and to misconduct resulting in Crown debts (mainly for PAYE and VAT) remains an unresolved issue.

The legislation does not differentiate in this way but the DTI understandably takes the most serious view of directors who continue in business by using Crown debts to bolster their cash flow.

The courts have tended to adopt a similar view and have suggested that Crown debts are different because the Crown is an involuntary creditor. Insolvency lawyers and accountants dissent from this view and argue that, had Parliament so intended, then the schedule of offences would have specifically dealt with outstanding tax (as has always been the case with the Crown being a preferential creditor).

The Bar views Crown debts and failure to keep proper books as symptomatic of recklessness on the part of the directors because the reality of insolvency would have been apparent earlier, had accounts been properly kept and tax been paid.

It may take some time before a "tariff" for the length of disqualification is evolved and the number of disqualifications is stabilised.

Martin Piers is a partner, and Barry Donnelly a barrister, with Gouldens, City of London solicitors.

Advertisement for TEC 88 Grenoble. Features images of wood, flint, and fire, and text describing the company's focus on technology and competitiveness. Includes contact information for TEC 88 in Grenoble, France.

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Electric aerial	●			
Tilt adjustable steering	●			
Reclining rear seats*	●			
Twin trip meters	●			
4 Speed heater fan	●			
Lockable glove box	●			
Drivers foot rest	●			
Tinted windows	●	●		
Integral rear head restraints	●			●
Rear wash/wipe †	●	●	●	
Stereo radio/cassette	●	●	●	●
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UK NEWS

Gooding Group plans to invest after Servis sale

BY MAGGIE URRY
THE GOODING GROUP has "a hell of a lot of cash" and is planning new investments after the profitable sale of four of its five main businesses, Mr Alf Gooding, its founder, said yesterday.

Kinnock calls for NHS funds

BY IVOR OWEN
MR NEIL KINNOCK, Labour Party leader, called on the Government yesterday to provide at least an additional £1.3bn for the National Health Service.

Livingstone urges arms cuts

BY IVOR OWEN
PROPOSALS for substantial cuts in military spending and plans for countering the economic recession likely to develop in the next two years must feature in Labour's programme for the next general election, Mr Ken Livingstone, MP for Brent East, said yesterday.

Glaxo to market Roche heart drugs

BY PETER MARSH
GLAXO, Britain's biggest pharmaceutical company, has signed a deal with F. Hoffmann-La Roche of Switzerland which will strengthen the UK concern's portfolio in the fast-expanding market for drugs to combat heart disease.

Dollar fall may affect Caterpillar production

By Nick Garnett
CATERPILLAR, the US earth-moving equipment maker, said yesterday that if sterling continued to strengthen against the dollar, it would consider its sourcing policy for the backhoe loader which is made solely at the company's plant in Leicester.

Rail wagon rental group sold to Sydney company for £29m

BY KEVIN BROWN, TRANSPORT CORRESPONDENT
PROCOR, the UK's biggest private rail wagon rental company, was yesterday sold by its US parent to an Australian transport group for £29m (\$32m).

EC angry at criticism of indirect tax plan

By Tim Dickinson in Brussels
THE EUROPEAN Commission reacted angrily yesterday to British criticism of its proposals to harmonise indirect taxes.

Commercial vehicle sales rise

BY JOHN GRIFFITHS
SALES of commercial vehicles reached a record of 312,730 units last year, reflecting the buoyancy of new car sales, which also reached a record.

Piano maker Kemble to double output

By Alice Rawsthorn
THE BRITISH piano industry may be experiencing a resurgence after decades of decline.

Japanese company forms Telford base

By David Thomas
OMRON TATEISI Electronics, a leading Japanese maker of control components, has become the latest Japanese component maker to set up a factory in the UK.

Table with 4 columns: 1987, 1986, 1987, 1986. Rows include Total market, UK produced, Ford, Rover group, Peugeot/Citroen, Audi/VW/Seat, Nissan, Renault, Volvo, Fiat/Alfa/Lancia.

Dual hospital contract signed

BY DAVID BRINDLE
MEDICLEAN, the hospital services contractor, has won what is to be the first dual contract in the National Health Service for both cleaning and catering.

AFBD rule book wins OFT approval

BY ALEXANDER NICOLL
SIR GORDON BORRILL, Director General of the Office of Fair Trading, yesterday cleared the rule book of the Association of Futures Brokers and Dealers in the second of his reports on self-regulatory organisations in the new City structure.

Advertisement for QUEEN ELIZABETH2 cruise ship, featuring a photo of the ship and text: 'PAY THIS YEAR'S PRICE TO SAIL QE2 TO NEW YORK NEXT YEAR'

National Bus offshoot sold

By Kevin Brown, Transport Correspondent
THE NATIONAL Bus Company yesterday announced the sale of its London Country Bus (North West) subsidiary to a management buy-out consortium.

The chance to bite into a fair slice of Europe

THE FOOD and drinks industry might suffer if it does not shake off its apathy and scepticism about the European Community's plan to establish a 12-nation free trade area by 1992.

Christopher Parkes on eating into the EC's 'internal market'

Internal market as offering opportunities... French guarantees of the prospects is being bolstered by a government campaign and private and public investment in on-line databases, conferences and general promotion.

ARTS

Arts Week

F S Su M Tu W Th Sa S 10 11 12 13 14

Theatre

LONDON

The Rover (Mermaid), Jeremy Irons returns into town in the RSC's Swan production by John Barton of Aphra Behn's rollicking comedy. It plays in repertoire with the Cherynoby play, Sarcophagus, an urgent but clumsily crafted hospital drama. (236 5688, 898 8911).

Exhibitions

LONDON

Tate Gallery. Turner in the new Clore Gallery. The Turner Bequest which amounts to nearly 300 oil paintings, finished and unfinished, and a further 19,000 or so watercolours and drawings, has been a source of controversy and discussion ever since it came into the nation's hands more than 130 years ago.

PARIS

Centre Georges Pompidou. Lucien Freud's 30 paintings for his first retrospective outside England. Apart from a portrait of Francis Bacon and a series of portraits of his wife, the exhibition is dominated by his figurative nude portraits of the past 20 years.

WEST GERMANY

Mannich. Stagesgalerie Moderner Kunst shows sculpture from East Germany. A result of the cultural agreement of May 1986 between East and West Germany, this exhibition covers four decades in 130 sculptures, some larger than life, and about 60 paintings of sculpture by 51 artists.

of the Ottoman empire in the 18th century through the large selection of illuminated manuscripts, the Imperial wardrobe, ceramics and jewel-encrusted weapons. Ends Jan 17.

WASHINGTON

National Gallery. A century retrospective of Georgia O'Keeffe includes 115 oil paintings and drawings, among them rarely seen examples from her familiar New Mexico landscapes, exotic flowers and still lifes. Ends Feb 21.

CHICAGO

Art Institute. More than 80 drawings of early 19th-century architect Friedrich Weinbrenner show his influence in rebuilding Karlsruhe and Baden as well as doing numerous commissions for German royalty. Ends Feb 20.

TOKYO

Selva B Forum, Shibuya. Toshio Arimoto. This promising artist died two years ago at the age of 38. He was greatly influenced by the fresco artists of the Italian Renaissance, notably Piero della Francesca and created a distinctive world featuring female figures in surreal settings. Ends Jan 19.

Music

PARIS

Talis Scholara. English Renaissance Music by Tallis, Byrd, Sheppard (Mon), Saint-Germain L'Anzarote Church. (42 30 15 15).

NETHERLANDS

Amsterdam, Concertgebouw. The Netherlands Philharmonic under Hans Andriescu, with Lina Sakadzic, violin; Tchaikovsky, Shostakovich, Dvorak (Tue, Wed), Amsterdams, Beethoven (Thu), (88 75 562).

New York Woodwind Quintet play original instruments Mozart, Krommer, C.P.E. Bach (Mon); Gilbert Kalish piano, Mozart, Roseman, Picher, Thuille (Tue); Merkin Hall (Goodman House), 67th w. of Broadway (26 28 719).

ITALY

Rome, Auditorium in Via della Conciliazione. Yuri Temirkanov conducting Sibelius Dvorak (Mon and Tue), (66 41 044).

NEW YORK

Julius and Ethelbert Quartet. All-Brahms programme (Tue), Mendelssohn, Mahler (Thu), Handel, Brahms, Verdi, Leoncavallo, Komata Eminence Hall (Mon) (86 41 580).

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LATIN AMERICAN/LDC CORPORATE FINANCE AND DEBT SWAP EXECUTIVE Our Client, the merchant banking subsidiary of a major US financial institution, is seeking a specialist in Latin American Corporate Finance and Debt Swaps to work in its London office.

Curacao Depository Receipts of PIONEER ELECTRONIC CORPORATION With reference to the advertisement published on 1st October 1987 the undersigned, being the Agent of Caribbean Depository Company N.V., announces that the original shares resulting from the free 10% share distribution have now been received.

The FT Guide to Working Abroad by David Young (3rd Edition) Going to work abroad? A new and completely updated edition of the Financial Times guide to working abroad is now available.

The European Food & Drink Industry Conference London 8 & 9 February, 1988 A major conference on this important industry opens the programme in the FT Centenary Year.

Nigeria and UK differ over Pretoria sanctions

BY MICHAEL HOLMAN IN LAGOS

WIDE DIFFERENCES between Nigeria and the UK over South Africa were publicly highlighted yesterday at the ceremony in Lagos marking the arrival of Mrs Margaret Thatcher, the British Prime Minister.

Neither Mr Babangida nor Mrs Thatcher referred directly in their opening speeches to economic sanctions against Pretoria.

She outlined the support Britain was giving to the black states of the region, including military training in Zimbabwe and Mozambique.

She outlined the support Britain was giving to the black states of the region, including military training in Zimbabwe and Mozambique.

Nigeria, which owes \$23bn, is the continent's largest single debtor.

Barbara Slavin assesses a tour which signifies the end of Egypt's ostracism Mubarak spreads his Gulf wings

PRESIDENT Hosni Mubarak tomorrow begins a fortnight of travel with a tour of the Arab Gulf countries intended to enhance Egypt's image as the one regional power capable of deterring Iranian aggression.



Egyptian President Hosni Mubarak

At a time when Iran appears to be preparing for another land offensive against Iraq and the so-called tanker war in the Gulf continues unabated, despite the presence of Western naval escorts, the Mubarak trip should provide a welcome psychological boost to Iraq's position.

secular country, against Iran, a fanatically religious one.

advisers in Gulf countries. There are Egyptian air defence personnel in Kuwait and pilots serving as air force trainers in Bahrain and the United Arab Emirates.

to the Arab Organisation for Industrialisation.

Turkey set to award military deal to US

By David Barclay in Ankara

A CONSORTIUM led by FMC, the US defence and aerospace group, has been awarded a \$1.5bn contract to manufacture amphibious armoured personnel carriers for Turkey.

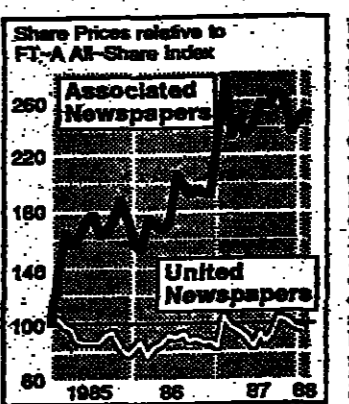
The award, which still has to be confirmed in Ankara, is the result of 18 months of stiff competition between FMC in partnership with the Turkish company Nurol Insaat and two rival consortia led by Kraus Maffei of West Germany and GKN of the UK.

The deal-official Anatolia News Agency said yesterday that the contract would be worth around \$1.5bn.

THE LEX COLUMN

Moderation on Main Street

It looks increasingly as if the gilt market's worries on interest rates may be justified.



profits to \$56.9m underlines its ability to maintain steady growth during a period of very heavy capital investment and unusually fierce competition.

US retail spending

Nearly 12 weeks after the event, trying to assess the impact of black Monday on the US economy is still a bit like reading the entrails.

estimates for oil demand and only slightly higher production figures.

estimates for oil demand and only slightly higher production figures.

Oil market

The 3 per cent rise in the oil sector yesterday morning seemed to miss the essence of the latest - leaked - monthly oil report from the International Energy Agency.

Ladbroke

For a share classed under hotels and caterers, Ladbroke has been remarkably volatile of late - down 17p on Wednesday, up 11p yesterday.

For a share classed under hotels and caterers, Ladbroke has been remarkably volatile of late - down 17p on Wednesday, up 11p yesterday.

SEC signs pact with Canadians

By David Owen in Toronto

THE US Securities and Exchange Commission and its three leading Canadian provincial counterparts yesterday signed a broad securities enforcement agreement intended to expand co-operation between the two countries in securities fraud cases.

Former Morgan Grenfell chief to advise Wall Street firm

By David Lascelles, Banking Editor, in London

MR CHRISTOPHER Reeves, who was ousted as chief executive of Morgan Grenfell during last year's Guinness affair, is to become an international consultant for Merrill Lynch, the Wall Street investment firm.

He said that Merrill Lynch was not seeking anyone to fill that post.

job, sought the resignation of Mr Reeves a year ago after he was blamed for management failings which embroiled Morgan in allegations of breaches of the Companies Act in connection with Guinness's bid for Diageo.

China to agree deal for power station

By Nick Garnett in London

CHINA is believed to be ready to sign an agreement with GEC Turbine Generators of the UK for GEC to be main contractor for the Yue Yang power station on the Yangtze river near the city of Wuhan.

main contender for the complex after the Huaneng International Power Development Corporation had appeared to indicate that it would discontinue negotiations with GEC because it had submitted the higher bid.

announced today. Final details still have to be agreed but supply of equipment is worth \$165m (\$250m).

World Weather

Table with columns for location, temperature, and other weather-related data.

Interest rates 'may rise'

Continued from Page 1

The commitment to prevent involves a readiness to prevent an undue depreciation of sterling, and industrialists should not expect cost increases to be validated by a weaker exchange rate, he said.

also on sterling's value against the D-mark.

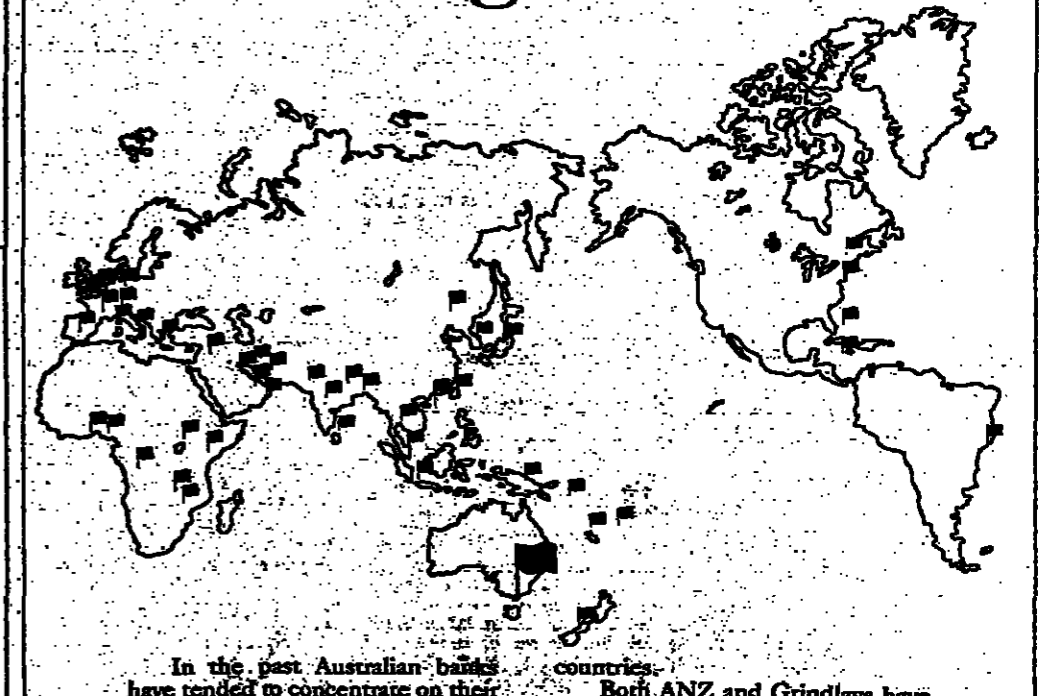
Mr Shults insisted yesterday that Washington's goal was a 'neutral' Afghanistan to which the 3.1m Afghan refugees in Pakistan could return and 'have a voice' in the country's destiny.

Afghanistan pullout 'may start in May'

Continued from Page 1

naze has been discussing these issues in Kabul this week. At the same time, Mr Armaour has been consulting the guerrilla leaders based in Pakistan and the Pakistani Government.

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SECTION II - COMPANIES AND MARKETS

FINANCIAL TIMES

Friday January 8 1988

TAYLOR WOODROW

 TEAMWORK IN HOMES
 WORLDWIDE

US retailers show strong sales gains in December

BY ANATOLE KALETSKY IN NEW YORK

US RETAILERS reported generally healthy sales gains for December yesterday, confirming hopes that the October stock market crash had made a relatively small dent in Christmas shopping around most of the country.

Prices of most retail shares rose modestly on Wall Street, despite a general decline in the stock market, as analysts expressed cautious optimism about retailers' prospects in the light of the December sales figures.

Yesterday's store sales figures came a day after the announcement of modestly favourable car sales by US car manufacturers and implied that there would be no signs of imminent recession in the official economic statistics for the end of 1987, which will start being released from next week.

However, Mr Edward Weller of Montgomery Securities, said that while the December sales figures were somewhat better than expected, they suggested that retailers had been forced to resort to widespread price cutting to move Christmas merchandise.

The figures also confirmed that the rapid growth of consumer spending which had been fuelling US economic growth since the 1982 recession has been steadily accelerating since the end of 1986.

A typical assessment came yesterday from Mr Michael Bozic, chief executive of Sears Roebuck subsidiary which is the nation's largest retailer. Sales for December "nearly matched our expectations despite the most competitive Christmas season in history," he said.

Sears reported a sales gain of 4.4 per cent since last Christmas in stores which have been open for a year or more, including newly opened stores. Sears sales were up 4.9 per cent.

While these figures suggested little if any growth in sales volumes, after taking account of inflation in the 4 to 4.5 per cent range, Sears' results for December were better than for 1987 as a whole. For the 48 weeks ended January 2, Sears sales grew only 2.9 per cent on a comparable store basis and 3.3 per cent overall.

K mart, the second biggest

retail chain, also reported some acceleration in sales over Christmas, with a gain of 5.7 per cent in comparable stores for December, against growth of only 4.2 per cent for the year as a whole.

J.C. Penney's sales followed a similar pattern, with comparable sales gains of 8.3 per cent for December and 5.6 per cent for the year.

Sears shares were unchanged at \$35 1/2 in morning trading, while K mart rose 1/4 to \$32 1/2 and Penney fell \$2 1/4 to \$44 1/4. The retailer whose performance was best received in the stockmarket was May's, a chain which specialises in relatively downmarket stores.

May's shares rose \$1 1/4 to \$33, after it reported comparable store gains of 6.5 per cent in December and 4.1 per cent for the year.

The weakest performance among the leading retailers came from The Limited, an upmarket company with big exposure to the women's fashion sector.

The Limited's comparable store sales fell 2 per cent in December and rose 3 per cent for the year as a whole. Its share price rose \$ 1/2 to \$20.

Statoil names new chairman of board

By Karen Fossti in Oslo

THE BOARD of Statoil, Norway's state oil company, has named Mr Harald Norvik, 41, as the new president of the company, succeeding Mr Arve Johnsen, who stepped down from his position following disclosure of an attempt to cover up a budget overspend of Nkr5.4bn in the Mongstad refinery and terminal expansion project.

Mr Norvik, who will commence his post at Statoil on May 1, was appointed to Statoil's new board at the end of November after a head rolling exercise undertaken by Mr Arne Oelen, Norway's oil minister, over the Mongstad affair.

In accepting his post, Mr Norvik will resign today his position as Statoil board member and his position as the president of Astrup Hoyer, an Oslo based civil engineering and construction firm which is a member of the large Aker Norcem industrial group.

During 1978, Mr Norvik was the personal secretary of the Norwegian Prime Minister at the time, Mr Oddvar Nordli, a member of the Labour Party.

Following that assignment, he was appointed state secretary in the ministry of oil and energy where he presided during 1979-81. When the Labour Party lost the national election in 1981, Mr Norvik was headhunted to the Aker group, where he rose quickly to a leading position within the group.

Mr Norvik, who said he has no specific management philosophy, would not be drawn on the question of the outgoing Statoil president's handling of the Mongstad affair.

Mr Johnsen leaves the position as Statoil president on January 15. The country's oil minister will have to appoint a replacement to the Statoil board.

Alice Rawsthorn looks at the end of an era in the European clothing industry
Burton cuts its ties with manufacturing

THE BURTON Group, which prides itself on being the model of a modern British retailing concern, has shed the final vestiges of its origins as 'Montague Burton: Tailor of Taste', by selling its last surviving manufacturing interests.

Burton, which was once one of the largest clothing manufacturers in Europe, closed and sold most of its production plants in the 1970s. The three remaining factories - in Goole, Gulsborough and Hartlepool, all in the North of England - were sold yesterday to two privately owned clothing businesses, J.R. Clothes and Alexander of England.

The sale of the factories marks the end of an era for Burton. Manufacturing has

played a part in the life of the business ever since the early 1900s when its founder, Sir Montague Burton, set up a small workroom above his tailor's shop in Chesterfield.

By the 1930s Sir Montague had established a string of clothing factories in the North, chiefly in and around Leeds, and a chain of 'order points' where customers went to order bespoke suits. During the two world wars the factories thrived by manufacturing army uniforms.

When its founder died in the early 1950s, Burton had staved off its local Leeds competitors such as John Collier and Hepworth, to become the biggest multiple tailor in the world with more than 600 outlets.

But by the 1970s Burton, like

so many of the old style vertically integrated clothing concerns which made and sold their own garments, was fading fast. Consumer taste had become more casual. The days of men sporting suits for 'Sunday best' were over.

Burton was left with a string of factories, many designed to mass-manufacture the suits that men no longer wanted to wear. It entered the 1970s with 14 factories employing 12,000 people across the country. By the end of the decade all but a few of the factories had been closed or sold.

The future for Burton lay in the new style of specialist retailing pioneered within the group by Sir Ralph Halpern, the present chairman, when he developed the Top Shop fashion

chain in the late 1960s.

Today Burton is a thoroughly modern member of the service sector. Its retail interests range from department stores selling almost everything and shoe selling mail-order but lingerie. The aesthetics of its annual report owe more to Vogue magazine than to the annuals of the auditing profession. The anonymous antics of its chairman have been splashed all over the popular press.

The three factories have been sold intact, with their 1,450 employees for an undisclosed sum and will continue to supply the group's stores. But, as one of Burton's main board directors said yesterday: 'They just did not fit in any more.'

Morgan Grenfell merges units

BY DAVID LASCELLES, BANKING EDITOR, IN LONDON

MORGAN GRENFELL, the UK merchant bank, has merged its two US subsidiaries, C.J. Lawrence Inc and Morgan Grenfell Inc, to strengthen its presence on Wall Street.

The combined operation is to be rehoused in one building and will be run by Mr James Moltz, the former chairman and chief executive of C.J. Lawrence.

Mr Christopher Whittington, Morgan's chief operating officer, said: 'This means our business in the US will be run as an American operation by an American.'

Morgan acquired C.J. Lawrence last year. It is a long established broker dealer with 1,600 institutional clients, most of them in the US, known for its strength in distribution and research.

Morgan's own business in New York consists of a small international equities team, and operations in mergers and acquisitions, swaps and risk arbitrage.

The combined business, which will have about 350 employees, will be known as C.J. Lawrence, Morgan Grenfell Inc.

Citicorp, the largest US bank group, is sacking nearly 16 per cent of the employees in its North American investment banking division, writes our New York staff.

The cut, which will involve about 400 redundancies out of Citicorp's total domestic and Canadian investment banking staff of 2,500, will be concentrated in the bank's New York headquarters.

But Citicorp officials admitted

that further job losses were likely to follow among the 9,000 international employees of Citicorp Investment Bank. The investment bank operates in more than 60 countries, with its biggest offices in London and Tokyo.

The announcement follows 5,000 staff cuts which Citicorp has already implemented in its institutional commercial banking business and a reduction of 1,000 in the New York retail bank which was announced before Christmas. While many of the commercial banking cuts were accomplished by attrition and job transfers, most of the 400 redundant employees in the investment bank are likely to have their jobs ended.

Sanofi launches Robins bid

BY JAMES BUCHAN IN NEW YORK

SANOFI, the young and ambitious French pharmaceuticals company, launched its bid to break into the US market yesterday with the publication of a complex plan to buy into A.H. Robins, the US drug group operating under Chapter 11 of the US Bankruptcy Code.

The plan has the support of Robins' management and founding family, but is running into growing opposition from the Richmond, Virginia company's institutional stockholders.

The plan, which was filed with the court supervising Robins' bankruptcy in Richmond late on Wednesday, plus the 15-year-old French company against two US pharmaceutical groups, Rorer

and American Home Products, in a battle for control of Robins, which took refuge in bankruptcy from a deluge of claims for injury from Robins' Dalkon Shield intra-uterine device.

"We're here to fight and win," said Mr Jean-Francois Dehecq, Sanofi vice-chairman in New York, yesterday. But Mr Wilbur Ross, an investment banker advising Robins' non-family shareholders who control 80 per cent of the company, said yesterday: "We do not believe that the Sanofi plan will be the successful bid," he said.

While Sanofi has the initiative with the support of 40 per cent of the shareholding, Wall Street

is hoping the other bidders will improve their terms to stockholders.

The two US companies were yesterday feverishly lobbying on Wall Street against the Sanofi plan, which is complex even by the standards of US bankruptcy proceedings and weighs more than 600 unbound.

Under the Sanofi plan, the French company will invest \$800m in Robins, guarantee a \$2.475bn letter of credit to settle the Dalkon Shield claims in return for a 58 per cent stake in 1992. In contrast, Rorer and American Home have offered to buy out Robins shareholders with their own shares.

Canadian bank sets up broking subsidiary

By our Financial Staff

THE NATIONAL Bank of Canada, the country's sixth largest chartered bank, has set up a full-line discount brokerage subsidiary and is not actively seeking to buy a Canadian investment dealer, says Mr Michel Belanger, chairman.

NBC decided last summer that buying control of an investment dealer under deregulation of the financial services industry would be too expensive.

It had been widely rumoured to be negotiating a deal with Quebec's largest brokerage company, Levesque Beaudin Inc.

The discount brokerage operation has required the outlay of about C\$1m (US\$770,000) only and should break even in the first year.

If demand builds up as hoped, it will develop into a full service investment firm, including corporate underwriting at some point in the future.

Cardo buys control of Gambro

BY SARA WEBB IN STOCKHOLM

CARDO, the Swedish industrial holding company, agreed yesterday to pay about SKr780m (\$136m) for a 50.2 per cent controlling stake in Gambro, the Swedish manufacturer of kidney dialysis and intensive care equipment.

It is buying the shares from Sonesson, a subsidiary of the Swedish automotive group Volvo, which had 31 per cent of the share capital and 47 per cent of the voting rights in Gambro, and from the Crafoord Foundation, a trust set up by the

founder of Gambro.

Cardo, in which Volvo has a 47 per cent voting stake, agreed to pay an average price of SKr110 per share, representing a premium of 15 per cent on the market price of SKr95.

The inside track on US investment opportunities in 1988.

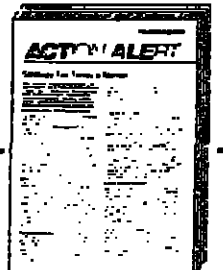
The Prudential-Bache 'Action Alert' 1988 Investment Outlook is now available, providing a valuable insight into US investment opportunities over the coming year.

In it, we discuss important topics such as options, convertibles, mutual funds, unit trusts, corporate and municipal bonds, CD's, annuities, and direct investments.

We also offer our top 48 equity selections for 1988. In short, all the information to help investors face the challenge of today's volatile markets.

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INTERNATIONAL CAPITAL MARKETS & COMPANIES

DM1bn issue for Austria claimed as a benchmark

By Claire Pearson

AUSTRIA STOLE the limelight in yesterday's busy Eurobond market...

International investors in particular rushed to buy it, and dealers noted that the expectation that withholding tax will be imposed on domestic securities...

The new issues market for Japanese equity warrants closed last October's stock-market crash...

European's \$300m deal for Hokkai, and Nomura International's \$100m bond for Joshua Deak...

Although it now looks as if more issues will follow, the Japanese securities houses seem determined to handle them with kid gloves...

Both yesterday's five-year bank-guaranteed bonds were indicated 5 per cent coupon...

The bond was hailed as a new benchmark for the D-Mark Eurobond market...

The announcement of Austria's bond triggered some switching out of existing supranational bonds...

D-Mark domestic bonds also traded quietly, with prices drifting down by about 20 basis points...

The new issues market for Japanese equity warrants closed last October's stock-market crash...

European's \$300m deal for Hokkai, and Nomura International's \$100m bond for Joshua Deak...

Although it now looks as if more issues will follow, the Japanese securities houses seem determined to handle them with kid gloves...

INTERNATIONAL BONDS

All yesterday's bonds were for five years with 10% per cent coupon...

The issue for Ford, traditionally a popular name with European investors...

outperformed a weakening US Treasury market and closed about 1/2 point lower in this volume...

Swiss franc foreign bond prices consolidated yesterday...

A \$1.2bn issue for the Bank for Foreign Economic Affairs of the USSR...

Liffe already trades a very active long-term gilt future and an inactive short gilt contract...

The contract was based on a \$50,000 nominal value of gilts with a 9 per cent coupon...

BP America launched a \$250m, 10-year issue guaranteed by the UK parent...

Liffe launches medium gilt future

By Alexander Nicol

A NEW futures contract based on medium-term UK government bonds was launched yesterday on the London International Financial Futures Exchange...

Liffe already trades a very active long-term gilt future and an inactive short gilt contract...

The contract was based on a \$50,000 nominal value of gilts with a 9 per cent coupon...

BP America launched a \$250m, 10-year issue guaranteed by the UK parent...

S-E Banken takes a sober view of prospects, writes Sara Webb Swedish bank euphoria evaporates

THIS YEAR, like 1987, promises to be a slightly leaner one for Swedish banks after the glut of 1986...

Profits in 1988 may show a further decline if the turmoil in the financial markets continues...

At a guess, 1988 will be a reasonable year, not as good as 1987, though if the markets continue downward trading will be hit...

Mr Palmstierna says that the recent market volatility makes it difficult to predict returns on trading activities...

though we don't expect one - our credit losses will increase, he says...

"The crash has had a sobering effect here; we are discussing very scant increases in salaries and cuts in bonuses...

Half the profits will be divided evenly among staff while the other half will take the form of bonuses for the top performers...

Mr Palmstierna says that the recent market volatility makes it difficult to predict returns on trading activities...

abroad - I think this is a very important thing for us. It will make us better known and, as a lot of our balance sheet comes from our international business...

"Today, the banking law is nationalistic and protective, and the day when we can have substantial cross-ownership in foreign banks is far off...

European banks will want to forge links with one another. If S-E Banken is to participate in that process...

Mr Palmstierna says that the recent market volatility makes it difficult to predict returns on trading activities...

'The crash has had a sobering effect here; we are discussing very scant increases in salaries and cuts in bonuses, but we will not in the short perspective cut staff.'

FT INTERNATIONAL BOND SERVICE

Table with multiple columns listing international bonds from various countries like USA, France, Germany, etc., including columns for issue size, yield, and price.

NZSE plans new rules

THE NEW ZEALAND Stock Exchange (NZSE) plans new rules including significant changes to the capital requirements laid down for brokers...

EOE faces trade decline

THE EUROPEAN Options Exchange (EOE) could see a 50 per cent fall in the number of contracts traded in 1988 compared with a record 43,000 contracts in 1987...

Three French stockbrokers taken over

By George Graham in Paris THE FRENCH stock exchange yesterday announced the acquisition of three more stockbroking firms by banks and financial institutions...

Newport are moving in the best circles

You can tell the best by the company they keep. Quality attracts quality. And so it's no surprise that the TSB Trust Company are moving their General Insurance Division into Newport...



With low overheads, a ready, willing and skilled workforce, and high grant incentives, we're an irresistible proposition to the company looking to relocate...

Italian mutual funds outflow

ITALIAN MUTUAL funds showed a net outflow of L450bn (\$296m) in December 1987 after a record net outflow of L2,022bn in November...

Danish bank to open in Tokyo

DEN DANSKE Bank, Denmark's largest bank, is opening a branch in Tokyo, partly due to increased Japanese interest in investing in Denmark...

Newport logo and tagline: FOR BUSINESS. FOR LIFESTYLE. FOR YOU.

UK COMPANY NEWS

NEI makes agreed £14m bid for Victor Products

BY NIKKI TAIT

Northern Engineering Industries, the Newcastle-based manufacturer of power generating equipment, yesterday unveiled its widely-anticipated offer for Victor Products, a neighbouring mining equipment company.

certain Victor mining products, and that these would now extend its existing range. Victor's lighting products were also complementary to NEI's existing lighting and lighting-related interests.

Abbey interim profits up 56%

Abbey, the Irish-registered industrial holding company, has lifted turnover by 27 per cent and pre-tax profit by 56 per cent in the half ended October 31 1987. The interim dividend is up from 1.67p to 2.25p.

AITKENS PULL OUT AS NEW REGIME MOVES IN

Jivrajs take 29.6% of Leisuretime

BY CLAY HARRIS

THE JIVRAJ family is in at Leisuretime International, and the Aitkens are out. The Jivrajs are to take an initial 29.6 per cent stake in the hotel and travel group, which they intend to develop into a vehicle for their worldwide leisure interests.



Tim Aitken - quitting after seven years.

chairman, said he was pleased with the outcome. "Once we found we could not buy Worldwide Dryers, we were in a damage-limitation situation," he said.

With the imminent departure of the Aitkens from the Leisuretime board, the future of the 10 per cent stake held by the family's Beaverbrook Investments is unclear.

The deal, reached in the early hours of yesterday morning, enabled Leisuretime finally to win its shareholders' approval for the sale of Worldwide Dryers, its hand-dryer rental subsidiary, to BET for £11m in cash.

Among those which changed sides was Braithwaite Group, the engineering company which owns 14.2 per cent of Leisuretime shares and had once entertained hopes of buying either the entire group or the dryers subsidiary.

The Country Care deal, which must be approved by Leisuretime shareholders, is expected to be followed later this year by Leisuretime's purchase of two hotels in Portugal and seven in Florida and Michigan from the Jivraj family, whose long-term goal is to seek firm control of the group.

Country Care reported a loss of £16,000 in its first eight months of trading in 1988, but expects to show a profit for last year. Its net assets are likely to be close to the agreed purchase price.

Emess selling BKB for £3m

BY CLAY HARRIS

Emess, the lighting and electrical accessories group, is to sell its BKB Electric Motors division for £3m cash to Schabmueller Holdings, a West German competitor of the Birmingham-based business.

Emess bought BKB last January as part of Tenby Industries, the former BSR International subsidiary. Four months after that £42m acquisition, Emess sold Fraser & Glass, a maker of moulded plastic components for the motor industry, for £17m to Trinova of the US.

Emess's main interest in Tenby was its electrical accessories division which supplies plugs, switches and sockets.

Cannon St. acquisition

Cannon Street Investments has bought through its subsidiary PST Holdings, the Rotterdam-based Dunnet International Trading Company.

Debenham Tewson rises 56%

BY PAUL CHEESBRIGHT, PROPERTY CORRESPONDENT

Debenham Tewson and Chiswick Holdings, the largest of the commercial property surveyors to take a market quotation, yesterday announced a 56 per cent increase in its interim profits and a 48 per cent increase in earnings.

The higher profits spring from turnover which increased to \$9.8m from \$7.5m in the 1986-86 first half. The increase was spread across the three main areas: Debenham's residential agency and financial services, consultancy work and property management.

country. Debenham Tewson's higher profits are only partially explained by the state of the market. Since listing, the company has itself expanded while at the same time keeping up its margins. Further organic growth and expansion through acquisition are likely in the future.

Investment Co. up sharply at halfway

The Investment Company increased taxable revenue from \$469,058 to \$863,562 in the six months to end-September. The figures were arrived at after allowing profits on changes of investments amounting to \$386,215 (\$42,545).

Jurys Hotel optimistic after midterm increase

AN IMPROVEMENT in the year's profit is forecast by Jurys Hotel Group, with help from the Dublin City millennium.

Bennett & Fountain

Bennett & Fountain, the acquisitive electrical wholesaler and retailer, is seeking to move from the USM to a full listing.

COMPANY NEWS IN BRIEF

RADIUS, USM-quoted computer systems and maintenance group, has increased its previously undisclosed holding in Logitek, distributor of computers and peripherals, to 610,000 shares, or 5.4 per cent.

Minet Insurance Brokers (UK) has bought three retail brokers based in north London, Needlerhead (UK), Needlerhead Dixon and C.A. Robinson and Partners. The consideration is about \$1m.

It may be registered in Ireland, but Abbey's business is concentrated on the English side of the water - building houses in the South East and renting plant to the construction sector.

DIVIDENDS ANNOUNCED

Table with columns: Company, Current payment, Date, Current pps, Total last year

UNITED GROUP has acquired the permanent and temporary secretarial and administrative division of OTC (Commercial) for \$800,000 cash.

COMMERZBANK Aktiengesellschaft is in talks to acquire the Woodsie cat litter business from Armitage Brothers and its subsidiary Armitage Pet Products for \$500,000 cash.

Granville SPONSORED SECURITIES table with columns: High/Low, Company, Price, Change, Div, Yield, % PE

NATIONAL BANK OF CANADA U.S.\$50,000,000 Floating Rate Notes due July 1991

Abbey Panels slips to £1.2m

Pre-tax profits at Abbey Panels Investments, Coventry-based engineer and fabricator, fell from £1.32m to £1.17m in the year to September 30 1987.

CONTRACTS

Airconconditioning BR express TEMPERATURE, a member of the Norcor Group, has been awarded a £2m contract from British Rail Engineering to design, develop and supply 204 heating, ventilating and air-conditioning systems, which incorporate microprocessor control.

Epping Forest District Council has signed a \$225,000 contract with HONEYWELL BULL for the DPS 8/251 computer system. The order is associated with a five-year strategy being implemented by the Epping council.

The Yorkshire Regional Health Authority (YRHA) in Wakefield and the West Midlands Health Authority (WMHA) in Birmingham have placed contracts worth over \$250,000 with SANDESON COMPUTERS, UK distributor for C.Itoh minis.

Tamar Mortgage Company No. 1 Limited THE MANUFACTURERS LIFE INSURANCE COMPANY £150,000,000 Multiple Option Facility

THE PROPERTY MARKET

Now for the year of the regions

THIS IS no time for the faint-hearted. The Stock Exchange collapse carried away with it the notion that for property investment the horizon is always the limit. But that was because the boom had been too narrowly associated with the City of London.

So, welcome to the year of the regions. Here are some predictions. This year the investing institutions and the major developers will seize on the opportunities that have become increasingly apparent outside London. The drive into retail development nationwide will spread into the industrial and office sectors. Major developments and investments in the City of London will be left to the biggest players - the rest will seek their profits elsewhere.

There is one hostage to fortune in all this. The predictions presuppose that the national economy will grow at the "satisfactory pace" anticipated by Mr Nigel Lawson, the Chancellor of the Exchequer. But even if it does not, even if it succumbs to uncertainties brought about by the fall of the dollar, there could still be enough impetus in the British regions to make investment attractive this year.

Given that there is, historically, a time lag between a downturn in the economy and a downturn in property, next year could still be a good year in the regions even if the effects of the dollar decline bites unpleasantly.

There have been signs that the major investors have been responding to the growing shortage of office space in the main centres of the West Midlands, in the Manchester and Leeds areas, and in Bristol. In Newcastle and Liverpool the market has been showing signs of life. Glasgow has started to expand. In Edinburgh, shortage is acute.

The point is that the process of economic growth has not been confined to an area south of a line drawn from Bristol to The Wash. It has not been as fast and it has not necessarily been primed by investment from the outside.

The northern part of the country has for years been an economic Cinderella. But it has been physically transformed beyond recognition over the last 25 years, according to a recent study from Reading University specialists.

"The North is in the process of painfully changing its basic economic structure through increasing the competitiveness of existing industry and through the simultaneous bringing of its economic base," the study says.

The accompanying map of land values illustrates the relatively low capital outlays that

By Paul Cheeseright

are required as an entry ticket to this process, not only in the North but in the Midlands and the South West as well. And the land values shoot up once there is planning permission to use the sites for, say, high technology developments.

It is true that rental levels have not encouraged much development in regional centres, but now that increasing demand both for office and for industrial warehouse space has mopped up a great deal of surplus space, that particular problem is taking care of itself.

The point here is that southern-based developers and institutions have often been reluctant to venture outside the London orbital motorway. But in recent months there has been growing evidence that they are beginning to look further afield.

This is not surprising. The fixation with central London has been linked to the fact that although yields might have been low, capital gains have been handsome. In the regions generally, yields, especially on secondary industrial property, may have been high but the prospect of capital gains has been perceived as low.

It remains true that there is a shortage of space in central London, but uncertainties about the expansion of the

securities industry have blunted the optimism about capital gains. At the same time though, the price of investment remains extraordinarily high, with consequent low yields.

This would suggest that, if it is necessary to forego the pleasure of high capital gains, there will over the next few months be a search for property investment offering high and reliable yields. Selectively, the regions offer that possibility.

Obviously the possibility varies from sector to sector and place to place. Another full scale recession would knock the prospect of high yields from industrial property and diminish the chances of rental growth in the offices sector.

But as a general rule the performance of property in the regions is less extreme than it is in central London. The peaks and troughs are neither so high nor so low. This could be attractive both to institutional and private investors, who might welcome some stability after their recent ride on the equity rollercoaster.

Here is a plus factor for regional property investment especially when it is combined with the fact that property

investment returns have been increasing, encouraging greater institutional interest. The latest Jones Lang Wootton property index, published quarterly, reported an annual return of 16.3 per cent return, outperforming the gilt-edged market.

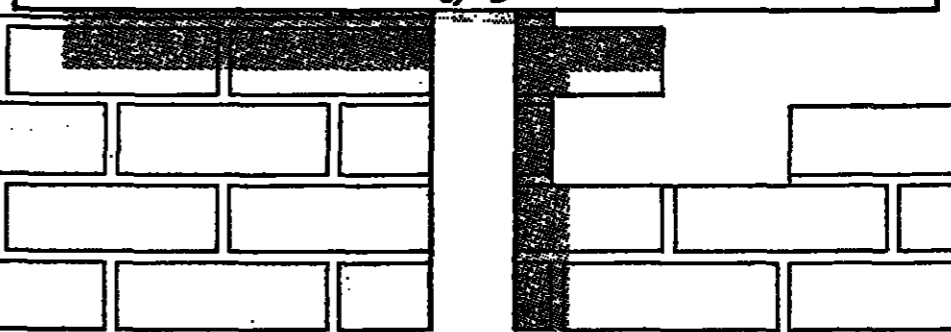
The coincidence of improved returns from property and the gyrations of the equity market has induced the surveyors to suggest, almost as one, that the major institutions will increase markedly their direct property investment. That remains to be seen.

Opportunities have been emerging for development not only in the enterprise zones scattered over the country, but also in the areas covered by urban development corporations. More may be created by the creation of simplified planning zones.

The significance of the inner cities programme for the immediate future of property investment in the regions, especially in the Midlands and northern part of the country, is that it reinforces the growth that is taking place in smaller centres and on the periphery of the major conurbations. That growth should ensure that the future does not belong only to the London area.

"Northern Lights, a development agenda for the north in the 1990s" by Michael Breheny, Peter Hall and Douglas Hart; Derrick, Wade and Waters, 29a Wimpole Street, London W1M 7AD.

Table with 4 columns: Sample location, Prime industrial £'000 1990, Prime industrial £'000 1987, Out of town retail (non-food) £'000. Rows include Newcastle, Manchester, Leeds, Sheffield, Birmingham/Coventry, Nottingham, Cardiff, Bristol, Plymouth, Norwich, Watford, Maidenhead, Crawley, Chelmsford, Southampton.



AUCTION
Auction to be held on Friday 22nd January 1988 at 3.00 pm. The Metropolitan Police, 103 New Oxford Street, W.C1. 20 FREEHOLD AND LONG LEASEHOLD COMMERCIAL PROPERTIES (unless previously sold). Total Current Gross Income £803,025.05 PER ANNUM.

MAJOR LEISURE OPPORTUNITY IN THE HISTORIC CITY OF CANTERBURY ROMAN EXPERIENCE CENTRE
An exciting opportunity is available to develop a new Experience Centre as part of a major retail redevelopment in the centre of historic Canterbury. This is a development partnership between Land Securities PLC and Canterbury City Council, providing basement facilities including an existing ancient monument.

WIMBLEDON VILLAGE SW19 Fully Fitted Prime Modern Office H.Q. 13,000 sq. ft. Only 2 years old FREEHOLD FOR SALE
Raised floors, Immediate possession, 36 car spaces, Penthouse flat, Prime high street location.

HOWKINS & HARRISON DAVENTRY 13,000 sq. ft. High-Tech unit with approx. 50% office content built in recent years, for sale Freehold. Early possession if required. £475,000

BARBICAN BUSINESS SERVICES 61 Old Street, London EC1V 9HX Tel: (01) 251 0012 Fully equipped offices available in central London, offering comprehensive telecommunications, reception and secretarial services. Licence details on request.

Grimley JR Eve CHARTERED SURVEYORS FOR SALE FREEHOLD Modern Purpose Built Sport & Leisure Complex Licensed Bars, Gymnasium, Sports Hall Swimming Pool, Jacuzzi, Squash Courts 45,000 sq. ft. on site 2.5 acres approx.

ZENITH A MAJOR OFFICE PRODUCTION & DISTRIBUTION FACILITY 120,000 sq. ft. with 190 car parking spaces AVAILABLE FREEHOLD

BELFAST CITY CENTRE Opportunity in UK's most undervalued city, sites totalling over 20,000 sq ft prime and coming prime, for sale or venture.

A CITY BUSINESS CENTRE EC3 NOW OPEN! Prestigious fully serviced offices and suites. Reuters, Topic and Telex lines available on request.

HICKLEY COURT FARNHAM 3 SUPERB OFFICE BUILDINGS For Sale or to Let £25-£35 sq. ft. WELLS EGGAR Tel: 0252 712288

WEST PALM BEACH Fourteen Unit Investment Opportunity. Call for details. (01) 242122, (01) 272222

AUCTIONS The Financial Times proposes to publish this survey on Friday 29th January. The Following areas will be analysed: PROPERTY a) Commercial property b) Residential property & land c) Agricultural land & farms d) Industrial investments e) Retail property PLANT & MACHINERY FINE ART A USER'S GUIDE For further information on advertising please call Emma Cox on 01-248 5115.

BALDOCK HEREIN OFFICES AND SHOWROOM AVAILABLE AS FINE LITTING OR IN FURNISHES A private development in Georgian style by Maxwell Communications Corporation & partners located in High Street, Wolverhampton. Area: 12700 sq ft. (1/4) Ground: 11000 sq ft. (1/4) First & second floors 4450 sq ft. each High quality accommodation with the two upper floors having their own entrance/reception area with lift and stairs. For full details contact ANIBBY AND COMPANY CHARTERED SURVEYORS 4, Mulberry Green, Harlow, Essex S11 1JF Tel: (0279) 631600 MANWELL COMMUNICATIONS CORP. PO Box 283, 13, Holborn, London, E.C.1N 2DF Tel: 352 2345

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International Property PRIME INVESTMENT PROPERTY on Miami's Wall Street, Brickell Avenue THE SITE A Full City Block of Skyline Prime 287 front feet on Brickell Avenue, Miami's most prestigious business, professional and residential address. Current zoning provides for 800,000 sq. ft. office/retail/high-rise residential overlooking Biscayne Bay and Miami River. THE LOCATION At the Heart of the Intercontinental Banking and Finance Community Burgeoning international trade and new high-rise development have transformed Brickell Avenue and the Central Business District. By day, this prime location is at the hub of international trade and finance. By night it's in the southern galaxy of Miami's new skyline, immediately south of the James L. Knight Convention Center and at the center of Miami's cultural community. Easily accessible from I-95 and the Metrorail mass transit system, 5 minutes from Port of Miami, and 15 minutes from Miami International Airport. THE EXISTING BUILDING Our former international headquarters at 600 Brickell Avenue has been fully refurbished and is 90% leased. 80,000 sq. ft., 8-story structure includes business/professional offices and retail space fronting on Brickell. Surface parking for 240 vehicles. PRICE \$24,000,000 TERMS TO QUALIFIED BUYER CONTACT OWNER Color brochure, videotape, survey, operating statements, are available from owner/seller. Call or write James Vedros, V.P., Real Estate, (305) 253-2244. AMERICAN BANKERS INSURANCE GROUP American Bankers Office Park 11222 Quail Road Drive Miami, Florida 33176 SPACE U.S.A. 1800 sq. ft. Fully furnished including fax ideal for sales and service location 30 miles West of Boston immediately available. Telephone (11): Terry Johnson 0442 832523 FLORIDA Commercial land investment in high growth area. Participant sought for small syndicate purchase and eventual resale. £13,500 down payment. Full details from Pearson London, 30 Dover Street, London W1X 0DB

ST JAMES'S STREET SW1 Refurbished self contained headquarters building 2,900 sq. ft. FOR SALE or TO LET Lift/Air conditioning/Board-Dining Room HILBURY CHAPLIN Chartered Surveyors Tel: 01-493 5421

CURRENCIES, MONEY & CAPITAL MARKETS

FOREIGN EXCHANGES

Dollar pauses for breath

THE DOLLAR was weaker in currency markets yesterday. Trading was confused for much of the day in the absence of any fresh incentive, either from central banks or economic data.

The US unit closed at DM1.6385 from DM1.6495 and ¥128.50 compared with ¥129.70. Elsewhere it slipped to Sfr1.8375 from Sfr1.8460 and FFfr.5600 compared with FFfr.5775.

The lack of direction enabled speculation to create a distorted move in rates. Suggestions that the Bank of Japan was now refraining from an intervention provided one of the more colourful rumours. Indeed a Bank spokesman later described the insinuation as being ridiculous and irresponsible.

FINANCIAL FUTURES

Good start for medium gilts

MEDIUM TERM gilt futures had a successful first day's trading on the London International Financial Futures Exchange yesterday. Trading was uneventful, but traders were generally satisfied with the level of volume.

March long gilts opened at 117-07 and touched peak of 117-18, before falling to 117-01 and closing at 117-02, compared with 117-14 on Wednesday.

next move in base rates to be up. A test for the market may come with next week's figures on UK unemployment and retail prices for December.

£ IN NEW YORK

Table with 3 columns: Jan 7, Close, Previous Close. Rows for 1 month, 3 months, 6 months.

STERLING INDEX

Table with 3 columns: Jan 7, Close, Previous Close. Rows for 100, 1000, 10000, 100000.

CURRENCY RATES

Table with 4 columns: Jan 7, Bank, Social, European. Rows for Sterling, US Dollar, Canadian Dollar, etc.

CURRENCY MOVEMENTS

Table with 4 columns: Jan 7, Bank, Social, European. Rows for Sterling, US Dollar, Canadian Dollar, etc.

OTHER CURRENCIES

Table with 4 columns: Jan 7, Bank, Social, European. Rows for Argentina, Australia, Brazil, etc.

EMS EUROPEAN CURRENCY UNIT RATES

Table with 5 columns: Currency, Unit, % change, % change, % change. Rows for Belgium, France, Germany, etc.

POUND SPOT - FORWARD AGAINST THE POUND

Table with 5 columns: Jan 7, Day's spot, Close, One month, % change. Rows for US, Canada, Netherlands, etc.

DOLLAR SPOT - FORWARD AGAINST THE DOLLAR

Table with 5 columns: Jan 7, Day's spot, Close, One month, % change. Rows for UK, Japan, West Germany, etc.

EURO CURRENCY INTEREST RATES

Table with 5 columns: Jan 7, Short, 7 days, One month, Three months. Rows for Sterling, US Dollar, Canadian Dollar, etc.

EXCHANGE CROSS RATES

Table with 5 columns: Jan 7, £, \$, DM, Sfr. Rows for £/\$, £/DM, £/Sfr, etc.

FT LONDON INTERBANK FIXING

Table with 5 columns: Jan 7, Overnight, One month, Two months, Six months. Rows for London, New York, etc.

NEW YORK

Table with 5 columns: Jan 7, Overnight, One month, Two months, Six months. Rows for New York, London, etc.

LONDON MONEY RATES

Table with 5 columns: Jan 7, Overnight, 7 days, One month, Three months. Rows for London, New York, etc.

NEW YORK

Table with 5 columns: Jan 7, Overnight, One month, Two months, Six months. Rows for New York, London, etc.

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NEW YORK

Table with 5 columns: Jan 7, Overnight, One month, Two months, Six months. Rows for New York, London, etc.

LONDON MONEY RATES

Table with 5 columns: Jan 7, Overnight, 7 days, One month, Three months. Rows for London, New York, etc.

Company Notices

BANKING ELECTRONIC AND TELECOMMUNICATIONS CO LTD US\$20,000,000. Floating Rate Notes Due 1984 Guaranteed by Banking Electronics Company Limited.

SOLVAY & CIE

The Directors of the Company have declared an interim dividend for 1987 of BF 700 on priority shares.

CASSA DI RISPARMIO DELLE PROVINCE LOMBARDE

Japanese Yen 10,000,000,000 Floating Rate Depository Receipts due 1993.

NOTICE TO HOLDERS OF EUROPEAN DEPOSITORY RECEIPTS

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NOTICE TO HOLDERS OF EUROPEAN DEPOSITORY RECEIPTS

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Prices taken at 5pm and change is from previous close at 9pm.

Legal Notices

IN THE HIGH COURT OF JUSTICE CHANCERY DIVISION No. 008978 of 1987.

IN THE MATTER OF CROWN TELEVISION PRODUCTIONS PLC

AND NOTICE IS FURTHER GIVEN that the said Petitioner is directed to be heard before the Honourable Mr. Justice Morry Jones at the Royal Courts of Justice, Strand, London WC2A 2PL, on Monday the 18th day of January 1988.

IN THE MATTER OF THE COMPANIES ACT 1985

IN THE MATTER OF THE COMPANIES ACT 1985 IN THE MATTER OF THE COMPANIES ACT 1985

IN THE MATTER OF THE COMPANIES ACT 1985

IN THE MATTER OF THE COMPANIES ACT 1985 IN THE MATTER OF THE COMPANIES ACT 1985

MONEY MARKETS

Little change

THERE WAS little movement in London money market rates yesterday, as dealers remained uncertain about the future direction of UK bank base rates.

through 55m Treasury bills in band 4 at 8 1/4 p.c. and 500m bank bills in band 4 at 8 1/4 p.c.

Later assistance of around 84m was also provided. Bills maturing in official hands, repayment of late assistance and a take-up of Treasury bills drained 568m, with Exchequer transactions absorbing 315m.

FT LONDON INTERBANK FIXING. 11.00 a.m. Jan 7 3 months US dollars. 6 months US Dollars.

NEW YORK. Treasury Bills and Bonds. One month, Three months, Six months, One year.

LONDON MONEY RATES. Jan 7 Overnight, 7 days, One month, Three months.

\$ WORLD VALUE OF THE DOLLAR BANK OF AMERICA GLOBAL TRADING ECONOMICS DEPT., LONDON

The table below gives the latest available rate of exchange for the U.S. dollar against various currencies as of Wednesday, January 6, 1988.

Large table with columns: COUNTRY, CURRENCY, VALUE OF DOLLAR, COUNTRY, CURRENCY, VALUE OF DOLLAR. Rows for Afghanistan, Albania, Algeria, etc.

Not available: (a) Market rates; (b) Official rates; (c) Floating rates; (d) Commercial rates; (e) Free market; (f) Financial rates; (g) Interbank rates; (h) Non-convertible; (i) Floating rates; (j) Public transactions; (k) Agricultural products; (l) Essential imports; (m) Exports; (n) L.L.S. 50; (o) U.S. dollars; (p) Local banks of the Bank of America.

EUROPEAN OPTIONS EXCHANGE

Table with columns for Series, Vol, Last, May 88, Vol, Last, Aug 88, Stock. Lists various options series and their trading volumes and prices.

TOTAL VOLUME IN CONTRACTS: 24,137

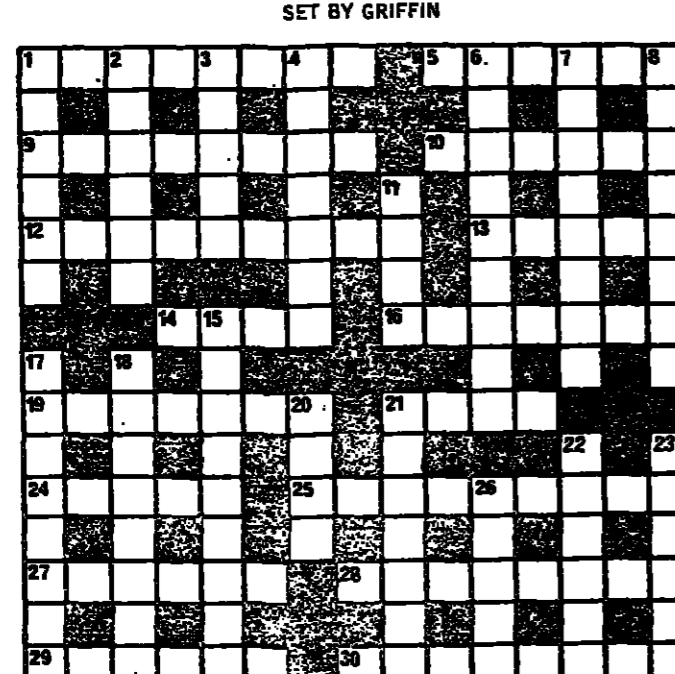
BASE LENDING RATES

Table listing various banks and their base lending rates for different terms and currencies.

NEWPORT

The Financial Times proposes to publish a Survey on the above on MONDAY 28TH MARCH 1988. For a full editorial synopsis and details of available advertisement positions, please contact: CLIVE RADFORD on 0772-292565 or write to him at: Merchants House, Wapping Road, Bristol, BS1 4RW

FT CROSSWORD No. 6,524 SET BY GRIFFIN



- ACROSS
1 Another expression for bird food (6)
2 Water bed (6)
3 Touching way to call for retirement (8)
4 Poor Proust causes lethargy (6)
5 No one in Elsie's flat brought in morning coffee (9)
6 Bees could be after duck fat (5)
7 Centre forward in utter control (4)
8 Open because there's a sovereign inside (7)
9 Crowd turning round see 'SS Flower' (7)
10 When 50 falls in love as well (4)
11 Hold forth on alternative tea dances (6)
12 Padre can't convert hooper (3,4)
13 Puzzling situation for Asian with a Ming collection (9)
14 Stupid lads men designed to go on music centre (8)
15 Compass obtained from marquee (6)
16 Make Steely cry in private (6)
DOWN
1 Starts picking up favourite doll (8)
2 Blather number and rank (6)
3 She upset Ernie (5)
4 Deny making profit with authority (7)
5 Leaving old Bob some expenses (9)
7 Sort of discussions held in a penthouse? (3,5)
8 Knocked off late (8)
11 Invites for a weekend on board (4)
15 The dhoobi was the girl's husband (9)
17 Allowed in oboes curiously antiquated (8)
18 Cassius Clay in story about cavalier (8)
20 Dull sweetheart and friend (4)
21 Inform father about purchase (7)
22 Stress the engineer can't turn out (6)
23 Reliable tin-opener, brown (6)
26 Crawler turned up after time, looking embarrassed (5)

Solution to Puzzle No. 6,523
ACROSS
1 NEVERS
2 BIRD
3 WATER
4 PULL
5 BEES
6 DUCK
7 FORWARD
8 OPEN
9 TURN
10 FIFTY
11 HOLD
12 PADRE
13 PUZZLE
14 STUPID
15 COMPASS
16 STEELY
DOWN
1 PICK
2 BLATHER
3 SHE
4 DENY
5 BOB

FT UNIT TRUST INFORMATION SERVICE

AUTHORISED UNIT TRUSTS

Large table listing various unit trusts, their managers, and performance data. Columns include trust name, manager, and various financial metrics.

FT UNIT TRUST INFORMATION SERVICE

Main table containing unit trust information with columns for company name, address, and various financial metrics. Includes a sub-section for 'INSURANCES' in the lower-left quadrant.

INSURANCES

Sub-table listing insurance-related unit trusts, including names like 'All Friends Society' and 'Aberdeen Life Assurance Co Ltd'.

Continued on next page

FT UNIT TRUST INFORMATION SERVICE

Main table containing unit trust information, including columns for company name, address, and various financial metrics.

MANAGEMENT SERVICES

Table listing management services, including company names and associated details.

OFFSHORE AND OVERSEAS

Table listing offshore and overseas unit trusts, including company names and financial data.

FT UNIT TRUST INFORMATION SERVICE

LONDON SHARE SERVICE

Table of FT Unit Trust Information Service, listing various unit trusts with columns for Name, Manager, Assets, and Performance.

BRITISH FUNDS

Table of British Funds, listing fund names, managers, and performance metrics.

BRITISH FUNDS - Contd

Continuation of British Funds table, listing additional fund names and details.

FOREIGN BONDS & RAILS

Table of Foreign Bonds & Rails, listing international investment options.

INT. BANK AND O'SEAS GOVT STERLING ISSUES

Table of International Bank and Overseas Government Sterling Issues.

CORPORATION LOANS

Table of Corporation Loans.

COMMONWEALTH & AFRICAN LOANS

Table of Commonwealth & African Loans.

LOANS

Table of Loans.

Public Board and Ind.

Table of Public Board and Industrial shares.

Financial

Table of Financial shares.

Table of Money Market Trust Funds, listing various fund names and details.

Table of Money Market Bank Accounts, listing bank account options.

Money Market Trust Funds and Bank Accounts section containing detailed notes and terms.

LONDON SHARE SERVICE

INDUSTRIALS (Miscel.) - Contd.

AMERICANS - Contd. Table listing various American stocks such as American Express, American International, and American Overseas.

BANKS, HP & LEASING Table listing financial institutions and leasing companies like Bank of America, Citicorp, and Finance Trust.

BEERS, WINES & SPIRITS Table listing beverage companies such as Heineken, Carlsberg, and various wine producers.

BUILDING, TIMBER, ROADS Table listing construction and infrastructure companies like Bovis Lend Lease and Bovis Lend Lease.

BUILDING, TIMBER, ROADS - Contd. Table continuing the list of construction and infrastructure companies.

CHEMICALS, PLASTICS Table listing chemical and plastic manufacturers such as ICI, Shell Chemicals, and Hoechst.

DRAPERY AND STORES Table listing retail and drapery companies like Debenhams, Debenhams, and Debenhams.

BUILDING, TIMBER, ROADS Table listing construction and infrastructure companies like Bovis Lend Lease and Bovis Lend Lease.

DRAPERY AND STORES - Contd. Table continuing the list of retail and drapery companies.

ELECTRICALS Table listing electrical engineering and services companies such as British Telecom and British Telecom.

DRAPERY AND STORES Table listing retail and drapery companies like Debenhams, Debenhams, and Debenhams.

DRAPERY AND STORES Table listing retail and drapery companies like Debenhams, Debenhams, and Debenhams.

ENGINEERING Table listing engineering and manufacturing companies such as BHP, BHP, and BHP.

ENGINEERING - Contd. Table continuing the list of engineering and manufacturing companies.

ENGINEERING Table listing engineering and manufacturing companies such as BHP, BHP, and BHP.

FOOD, GROCERIES, ETC Table listing food and grocery retailers like Asda, Asda, and Asda.

ENGINEERING Table listing engineering and manufacturing companies such as BHP, BHP, and BHP.

INDUSTRIALS (Miscel.) - Contd. Table continuing the list of industrial companies.

INDUSTRIALS (Miscel.) Table listing various industrial companies across different sectors.

FOOD, GROCERIES, ETC Table listing food and grocery retailers like Asda, Asda, and Asda.

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LONDON SHARE SERVICE

INSURANCES - Contd

Table listing insurance companies and their share prices, including Royal Indemnity, Commercial Union Assurance, and others.

LEISURE

Table listing leisure-related companies such as British Airways, British Caledonian, and others.

MOTORS, AIRCRAFT TRADES

Table listing companies in the motor and aircraft trades, including Rover, Leyland, and others.

NEWSPAPERS, PUBLISHERS

Table listing newspaper and publishing companies like News International, Newsprint, and others.

PAPER, PRINTING, ADVERTISING

Table listing companies in the paper, printing, and advertising sectors, including Newsprint, Newsprint, and others.

PAPER, PRINTING, ADVERTISING - Contd

Continuation of the Paper, Printing, Advertising section.

PROPERTY

Table listing property-related companies and their share prices.

SHIPPING

Table listing shipping companies and their share prices.

SHOES AND LEATHER

Table listing companies in the shoes and leather industry.

SOUTH AFRICANS

Table listing South African companies and their share prices.

TEXTILES

Table listing textile companies and their share prices.

TEXTILES - Contd

Continuation of the Textiles section.

TOBACCOS

Table listing tobacco companies.

TRUSTS, FINANCE, LAND

Table listing trusts, finance, and land companies.

FINANCE, LAND, etc

Table listing finance, land, and other companies.

SHIPPING

Table listing shipping companies.

SHOES AND LEATHER

Table listing shoes and leather companies.

SOUTH AFRICANS

Table listing South African companies.

TEXTILES

Table listing textile companies.

TRUSTS, FINANCE, LAND - Contd

Continuation of the Trusts, Finance, Land section.

FINANCE, LAND, etc

Table listing finance, land, and other companies.

SHIPPING

Table listing shipping companies.

SHOES AND LEATHER

Table listing shoes and leather companies.

SOUTH AFRICANS

Table listing South African companies.

TEXTILES

Table listing textile companies.

OIL AND GAS - Contd

Continuation of the Oil and Gas section.

OVERSEAS TRADERS

Table listing overseas trading companies.

PLANTATIONS

Table listing plantation companies.

MINES

Table listing mining companies.

DIAMOND AND PLATINUM

Table listing diamond and platinum companies.

OIL AND GAS

Table listing oil and gas companies.

MINES - Contd

Continuation of the Mines section.

MISCELLANEOUS

Table listing miscellaneous companies.

THIRD MARKET

Table listing third market companies.

NOTES

Notes section containing various financial and market-related information.

REGIONAL & IRISH STOCKS

Table listing regional and Irish stocks.

TRADITIONAL OPTIONS

Table listing traditional options and their prices.

WORLD STOCK MARKETS

Table of stock market data for Australia, Canada, France, Germany, Japan, Netherlands, and Switzerland. Columns include stock names, prices, and changes.

CANADA

Table of Canadian stock market data, including Toronto closing prices for January 7.

OVER-THE-COUNTER

Table of over-the-counter market data, listing Nasdaq national market closing prices.

MONTREAL

Table of Montreal stock market data, listing closing prices for January 7.

Table of stock market data for Australia, Canada, France, Germany, Japan, Netherlands, and Switzerland (continued).

CHIEF LONDON PRICE CHANGES

Table showing price changes for various London stocks, including Allied Textile, Bevocon, and others.

TOKYO - Most Active Stocks

Table of most active stocks in Tokyo, listing stock names, prices, and changes.

Indices

Table of financial indices, including Dow Jones, Nikkei, and other regional indices.

Table of New York active stocks, listing stock names, prices, and changes.

Have your F.T. hand delivered

Text advertisement for Financial Times, offering hand-delivered copies in Belgium.

Travelling on Business in Portugal?

Text advertisement for business travel services in Portugal, listing hotels and contact information.

NEW YORK STOCK EXCHANGE COMPOSITE CLOSING PRICES

Main table containing stock prices for various companies, organized in columns with headers for stock names, prices, and changes. Includes sub-sections like '12 Month' and 'D D D'.

NYSE COMPOSITE CLOSING PRICES

AMEX COMPOSITE CLOSING PRICES

Table of NYSE Composite Closing Prices. Columns include 12 Month High, Low, Stock, Div, Yld, P/E, 100s High, Low, and Change. Includes sub-sections for 'Continued from Page 32' and 'U U U'.

Table of AMEX Composite Closing Prices. Columns include Stock, Div, P/E, 100s High, Low, and Change. Includes sub-sections for 'M M M', 'N N N', 'O P O', 'Q Q Q', 'R R R', 'S S S', 'T T T', 'U U U', and 'V W V'.

OVER-THE-COUNTER Nasdaq national market, closing prices

Table of Over-the-Counter (Nasdaq) Closing Prices. Columns include Stock, Sales, High, Low, Last, and Change. Includes sub-sections for 'M M M', 'N N N', 'O P O', 'Q Q Q', 'R R R', 'S S S', 'T T T', 'U U U', and 'V W V'.

Advertisement for Athens (01) 7237167. Text: 'Have your F.T. hand delivered... at no extra charge, if you work in the business centre of ATHENS'. Includes contact information for Hellenic Distribution Agency and Financial Times.

Markets recover early losses in dull trading

Wall Street

THE FATIGUE which undermined the equity market on Wednesday continued to make trading rather dull yesterday...

As early as Tuesday, equity traders and economists were expressing concern about the sheer speed of the stock market rally on the back of the dollar...

The Dow Jones Industrial Average traded in negative territory for most of the session yesterday before recovering in late trading to end 14.09 points higher at 2,651.81.

The US bond market also reversed its trend in mid-session, trading lower for most of the day before recovering towards the close...

Tables listing the best and worst performing shares in the US and Japanese markets in 1987 appear on this page on December 30...

SOUTH AFRICA

GOLD stocks finally caught up with this week's rallies in other sectors, helped by a rise in bullion price...

Canada

TORONTO stocks, which showed losses earlier in the session, recovered to post a slight gain as the US dollar gained strength...

The composite index rose 7.44 points to 3,269.90 as advanced declines by 520 to 361 on active volume of 24.1m shares.

Seagram rose C\$1 1/4 to C\$6.8. Among other active stocks, Cominco rose C\$1 1/2 to C\$21.40...

Europe

Options on the shares of glassmaker St Gobain and robber company Michelin are to be added to the options market by the end of the month...

London

THE UK equity market remained relatively confident despite the renewed decline in the dollar and a lower opening on Wall Street...

Drugs bid could give the 'arbs' a shot in the arm

THIS WEEK'S \$4.2bn bid by Switzerland's F. Hoffmann-La Roche for Sterling Drug of the US has given an encouraging start to 1988 for Wall Street's depleted band of risk arbitrageurs...

Arbitrageurs have always preferred to take stakes in companies which have received a bid from a prospective corporate purchaser, rather than an individual corporate raider...

ASIA

Fresh worries over dollar cast a shadow on bourses

CAUTION took the upper hand in Europe yesterday as the dollar edged lower and profit-taking spread after the two-day rally...

FRANKFURT managed slight gains in the indices despite renewed uncertainty over the dollar, which was fixed slightly lower at DM1.6408 after DM1.6460 the previous day...

Paris

BRUSSELS ended little changed in quiet, cautious trading. Reserve was again actively traded, however, adding BF160 to BF170 on 83,000 shares...

Tokyo

IN A continuation of Wednesday's strong advance, the market got off to a firm start, with buying centred on high-technology stocks...

Hong Kong

PROFIT-taking in the wake of a two-day rally pulled prices down across the market except for blue chip utilities which posted moderate gains...

Singapore

AS elsewhere, there was early profit-taking but prices survived to end higher for the fifth successive day...

Australia

TRADING was quiet with profit-taking in industrials after the two-day rally, balanced by gains in some blue chips...

Arbitrageurs need a steady stream of suitable takeover bids to stay in business and a European bidder fits the bill exactly

So the arb needs plenty of takeover situations from which to choose, and tries to spread his risk across several to minimise the impact of one breaking down...

Mr O'Donnell notes that in 1987 UK acquisitions in the US had reached \$25bn before October. "They were buying the Dow Jones at 2,700. Now it's 2,000 and the pound is up 10 per cent..."

ASIA

Nikkei ends steady after day of erratic trading

The Nikkei stock average of 225 select issues, which posted its second biggest single-day rise on Wednesday, closed only 1.63 higher at 22,792.13...

Buying interest in financial issues faded and only major securities houses enjoyed significant gains, with Nomura Securities up Y130 to Y3,090...

Stockholm

STOCKHOLM likewise advanced in active trading. Forestry shares made a good recovery, with SCA B-free shares adding SKr10 to SKr270...

Milan

MILAN picked up in heavier turnover holiday the one-day decline was reversed...

Stock Exchange

OSKA Securities Exchange (OSE) prices closed higher for the third consecutive trading day. The 250-issue stock average ended 153.37 higher at 22,992.35...

Stock Exchange

Kobe Steel, the second busiest issue with 61.14m shares traded Wednesday.

Stock Exchange

OSKA Securities Exchange (OSE) prices closed higher for the third consecutive trading day. The 250-issue stock average ended 153.37 higher at 22,992.35...

FT-ACTUARIES WORLD INDICES

Jointly compiled by the Financial Times, Goldman, Sachs & Co., and Wood Mackenzie & Co. Ltd., in conjunction with the Institute of Actuaries and the Faculty of Actuaries

Table with columns for National and Regional Markets, Thursday January 7 1988, Wednesday January 6 1988, and Dollar Index. Rows include Australia, Austria, Belgium, Canada, Denmark, Finland, France, Germany, Hong Kong, Ireland, Italy, Japan, Malaysia, Mexico, Netherlands, New Zealand, Norway, Singapore, South Africa, Spain, Sweden, Switzerland, United Kingdom, USA, Europe, Pacific Basin, Euro-Pacific, North America, Europe Excl, Pacific Excl, World Ex, World Ex-UK, World Ex-So. Af, World Ex-Japan, World Index.

CHANGE OF ADDRESS

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